

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

77281.8
EX82
copy 2

UNITED STATES DEPARTMENT OF AGRICULTURE
Federal Extension Service
Division of Agricultural Economics Programs
Washington 25, D. C.

November 10, 1955

FARM MANAGEMENT

N
E. and V
W I
S E
S W
S

from the Farm Management Staff



Dear Farm Management Extension Workers:

New Ideas and Methods

View graph is used for computation with group. At the New England Farm and Home Planning Workshop held in Durham, New Hampshire, in July, P. L. Putnam of Connecticut demonstrated the use of a "view graph" in connection with their farm and home development program. This machine is being used with large groups to teach them a procedure of analyzing problems, and a method of arriving at sound decisions.

As explained by Mr. Putnam, "sound decision making requires figuring." Their problem was to find a way to figure with 150 farm people in one room so they could all see, and follow through together, the complex problems involved in the analysis and planning of a farm business and understand how they could make a similar application to their own farms. The blackboard, flannel graph, charts, slides, and other visual aids used in education were not the tools needed for this job.

Based on Connecticut's experience the "view graph" has proved to be an excellent tool to do this type of work with large groups of people. This machine allows you to calculate partial budgets with audience participation. Calculations are projected on a large screen simultaneously as they are made. In all-day county meetings last winter in Connecticut two farms were used in making their analysis, one in the forenoon and one in the afternoon. They stressed the point that they were using actual farms to explain a procedure and method that they could use on their own farms. It was a meeting on "how" to make decisions, and not on "what" decisions to make.

Farm management course is held for farm and home development workers. Pete Domer, farm management specialist at Wisconsin, reports that a farm management course has been established, to be given in the field to farm and home development workers. The course will be good for campus credit toward a degree. The course is similar to the one given to resident students. Although registration in the course is voluntary, as of October 20, 30 of the 37 agents were enrolled.

Since being well grounded in farm management is necessary to doing a top job of farm and home development, Pete and the Wisconsin staff are to be congratulated.

Economics of machinery receives attention. Robert Finley, farm management specialist at Illinois, is turning attention to the economics of machinery use in his extension program. A recent report showed farm machinery sales for the country were considerably over last year. This indicates that many decisions are being made in this area. Evaluations of cost of different machines in relation to the

job to be done can surely aid farmers in making better decisions. A blue ribbon to Bob.

Notes on Regional Meetings of Farm Management
Committees Sponsored by the Farm Foundation

North Central meeting, in Chicago, October 18, 19 and 20. The North Central regional meeting had a crowded agenda and accomplishment was high. Four publications were presented for review by the committee and three are being recommended for publication soon. Those recommended were "Needed Changes in Lending Policies to Finance Modern Agriculture," "Tax Management For Farmers," and "Social Security For Farmers."

A joint all-day meeting was held with the research committee. Among the papers presented and subjects discussed were "The Role of Agricultural Economics in Farm and Home Development," "The Needs of Extension Workers," and "Comparison of Budgeting and Linear Programming as Tools at Various Levels of Activity." This day was highlighted by a report in the evening on the International Economics Conference held in Finland this year. (See Odds and Ends.) Reports were made by Joe Ackerman, Farm Foundation; Carroll Bottum, Purdue; Glen Johnson, Michigan; and W. D. Buddemeier, Illinois. All expressed the thought that such conferences make tremendous contributions in international understanding as well as in the exchange of professional information.

Southern meeting, in New Orleans, October 27 and 28.

- a. Heard reports that the Southern regional workshop on farm and home development made a great contribution to extension work in the Southern States. The workshop was proposed to the Southern Directors' Conference by the committee and was held at the Georgia State L-H Club Center at Rock Eagle, near Eatonton, Georgia, September 19-23. The committee not only proposed the workshop, but committee members contributed heavily to its planning and execution. Careful planning was obviously one of the major factors in its success.
- b. Took a good look at Extension's responsibility to disseminate income tax and social security information among farm people and aid them in the application of the same. Particular attention was given to the need to move the new Internal Revenue "1955 Farmers Tax Guide" rapidly to the agent's office and from there into the hands of farmers.
- c. Partial budgeting was discussed as a possible solution to the need of farm and home unit approach agents for short-cut budgeting methods. Some of the committee members exhibited work they were doing along this line.

In both regional meetings Mr. Hurley, Director of the Agricultural Census, discussed the work that is being carried on in that division and expressed a desire to cooperate in every way to be of service and make information available to the States. As an indication of this desire he stated that his office was prepared to supply township data up to 10 percent of the counties in any State for use in program projection.

He also exhibited many examples of reports that are made and some of the ways States have made use of the data.

You Should See -

"What Are the Odds in Farm Prices?" by Kenneth Brundage, Extension Specialist, West Virginia University. Mr. Brundage makes a comprehensive study of farm price fluctuations on major commodities for the period 1943-1953. Price variation over the entire period, variation from year to year, and the average seasonal movements are studied. He classifies the commodities as to those having a "steady" price and those having "erratic" price changes. It seems to us that work of this sort is important in enterprise selection and making farm adjustments.

.

Two articles in Michigan Farm Economics, "Can I afford a Bulk Tank?" by R. G. Wheeler and C. R. Hoglund, and "Will Bulk Handling Reduce Marketing Costs" by Glynn McBride and Dale E. Butz. These articles provide a detailed systematic study of the problems, costs, and returns of adopting this method of handling milk. A copy of this publication is enclosed.

Odds and Ends -

... Bottum and Buddemeier, delegates to the International Economics Meeting, gave their views in some detail of the "Sonau" as practised in Sweden and Finland. The "Sonau" is a bath that has some aspects of a social event. It consists of alternate hot steam baths followed by a plunge into the ocean. It would seem this event should not only keep the populus clean but effectively weed out the weaker members as well. It was on one of the plunges into the ocean that Indiana was saddled with an undying debt of gratitude to Illinois. It seems that the senior member of Indiana needed some help to reach the dock.

... Apparently we still have a job to do in increasing efficiency of livestock production. Dr. Shaw, Administrator of the Agricultural Research Service, states that it has increased about 65 percent since 1935. During this same period, grain production efficiency increased 270 percent.

... Bill Turner, farm management and policy economist at North Carolina, is shifting completely to policy work. Bill's efforts will be missed in farm management but perhaps he can make some farm management problems easier by his work in the policy field.

... Stephen J. Brannen, farm management specialist in Georgia, has been granted a year's leave of absence for graduate study at North Carolina State College.

... J. J. (Jack) Lancaster, formerly special agent in Catoosa County, Georgia, has joined the State staff at Athens as a farm management specialist. Jack's work in Catoosa County was with the farm unit test-demonstrations carried on under a contractual arrangement between the University of Georgia and the Tennessee Valley Authority.

... C. C. (Click) Moxley has joined the State staff in Florida as a farm management specialist.

... Clyde E. Murphree, farm management specialist in Florida, is taking some leave to develop his thesis. He is working toward a PhD at Harvard.

... Paul Putnam, a pioneer in farm management extension work in Connecticut, is the new head of the Department of Agricultural Economics.

... Verle Houghaboom, Vermont farm management specialist, is on a year's leave working for his PhD at Michigan State University.

Farm Management and Production Economics Branch

J. B. Claar

J. B. Claar, Chief

E. P. Callahan

Virgil Gilman

E. A. Johnson

Jas. L. Robinson

L. M. Vaughan

